

## BUSINESS MUCH IMPROVED, SAYS N. Y. AUTO HEAD

Quotes Bradstreet to Show Conditions Are on Mend. Dealers Optimistic.

President Walter A. Woods, of the Automobile Dealers Association of New York, under whose auspices the New York Closed Car Automobile Show is being held at the Twelfth Regiment Armory this week and who is also the fearless representative in New York, has the following to say concerning business aspects for 1922.

"Business along all lines has been and is on the upward trend and mounts upward every day. According to Bradstreet we learn that the steel industry turned the corner in July and is now operating at about 40 per

### Postmasters Will Help Tourists

Road maps, guides and information are to be supplied to the motoring public by a tourist bureau in the Indianapolis post-office, opened under orders from Postmaster General Will Hays, which followed a suggestion to Postmaster Sprague, according to Motor Age. "It is suggested that the postmaster or some designated clerk in each postoffice might, without serious loss of time in his regular work, so equip himself as to be able to give quick and reliable data in answer to inquiries concerning directions, etc., in addition to giving cheerful attention to the travelers' mail inquiries," says a letter from the Postmaster General.

cent of the peak capacity reached during the war.

"Some branches of the electrical industry, such as the manufacture of motors and meters, is at 60 per cent of capacity. Contracts for building are 88 per cent of what they were in 1918. Leather tanning is at 50 per cent of capacity. Higher prices for cotton have put the South back on the agricultural map.

Tractor manufacturers report that

the prospects for winter business are better than they dared hoped they would be. The fear of a railroad strike is over and the number of idle freight cars is being reduced week by week as the freight tonnage increases. The peak of the crop moving season is past and the expansion in the freight traffic is due almost exclusively to larger output by factories as a whole.

"Is there any reason, I ask you fairly after gazing at this conservatively drawn picture by Bradstreet of actual conditions, why anyone, especially the manufacturers and merchandisers of motor cars, should feel uneasy during the week of this wonderful Closed Car Show of ours.

"If anyone feels or sees blues there is something wrong with his mental condition or he should consult an oculist. If anyone fails to secure his share of business it is because he is not a good merchandiser and does not know how to sell goods. It is not because of economic conditions, but because the individual has not kept up with the procession and has failed to seize the opportunities which have knocked so vainly at his door."

### Hot Bearings.

Never attempt to cool a bronze bearing, that has been running hot, with water. The best thing to do is to wait for the bearing to cool in the ordinary course of events, but if too much in a hurry for this, cool it with oil instead of water.

## WHAT NEXT?

By J. H. YEOMANS.

If each visitor to Washington's Closed Car Salon had attached to his chain a dictaphone listener it would hear "What next?" as continuously as the hum of a behaving eight, and there's a reason.

We've seen monster strides in motor development—we've seen crude vehicles shake off fault after fault until they grow to be regular cars—we've seen so much in the way of motor cars and their carrying-on that most of us have become almost automatically blasé. Just about when we are ready to demand diplomas for having seen and known everything in the motor car line along comes this new crop of closed-car achievements, and it is a knock-out.

Motor bugs of the most ignoring sort are using both eyes on the latest from the factories and opening up the old praise box as never before since the day they told the neighbors about the first cars they owned—the cars they drove from the dealers right over to Main street and up and down Main street until they had all the villagers green.

There is a lot that is old stuff if you care to call it that—you still see the same four wheels, there is still a front and there is a rear, but between that same front and that same rear engineers and builders have placed things that have lifted today's cars several pegs higher in the scheme of things automotive than ninety-nine of any hundred of the wisest of anticipators could picture.

Motor improvements have come as naturally as long trousers follow short ones—automobiles outgrow their engine faults if they live long enough on the market, and motor changes are not exciting us so terribly much—the things that make us exclaim "What next?" are the features produced by the body designers, the furnishings, the lines and the conveniences—the little things and the big things that are emphatically all right—up to snuff—au fait.

It is doubtful if old man Adjective himself could paint an adequate picture of what has been accomplished in the building of the new closed cars—you must see them in the real to get results and you can do that today and tonight at the big Closed Car Salon—automobiles 'till you can't stop gazing—music—dancing—n'everything. Tonight's the night and you'll say "What next!"

## POPULAR AUTO TYPE IS NAMED FOR BILLY GOAT

Cabriolet Old French Coach Model Famed for Its "Skip-ping Lightness."

That the familiar white-whiskered, prancing billy goat with its legendary tin-can appetite may bear actual relationship to such an institution as the automobile industry is a thought which at first hardly appears reasonable.

Yet, strange as it may seem, there is conclusive historical evidence that the billy goat and the cabriolet are inter-related by means of the common family name "Caper," of Julius Caesar's time.

From the latin word caper, meaning goat, the French derived "cabriolet." The word "cabriolet" was applied to an old French coach model notable for its "skipping lightness," like unto that of the billy goat.

The names "limousine" and "sedan," however, are clearly geographical. The term "limousine" was taken from the old French province of Limousin and was originally used to designate a large coverall coat. "Sedan," so named from the town of Sedan, is also French, and the "rough-ham" English models we are told were named after their designers.

Early German coach work, however, is credited with the conception of the "berline" and "landau" body types—from the cities of Berlin and Landau.

France has also supplied modern

automotive parlance with various other terms, notable among which are "chassis," "tonneau," "chaffeur," and last but not least, the great name "automobile" itself.

Chaffeur is the French word for boiler tender. The first introduction of automobiles in France was received among the bicyclists with abuse and derision. These men who used their muscles had nothing but contempt for the owner of a mechanically propelled vehicle in whom they saw nothing but laziness and stupidity. So as a term of derision they adopted the word "chaffeur," which in the French railway language of the time designated the fireman, in contrast to the engineer who was referred to as the mechanic.

Perhaps the only absolutely coined word of record in the industry is the word "automobile" itself, which was created by the French from the Greek word "auto," meaning self, and the latin "mobilis" meaning movable.

Although the wheel is among the most ancient inventions, it was the peculiar need of the modern automobile which brought about the so-called disc wheel.

A disc, according to the dictionary definition, must be flat as well as round. Yet the various types of disc wheels now available are often far from flat. For instance, the Gier Tuarc wheel, a popular type, although convex-concave in design and describing a veritable double arc, cannot be placed in the category of the conventional flat disc wheel, with far different characteristics.

Whereupon the modern designers of the Tuarc Steel wheel emulated the wheels of the early French engineers and coined the name Tuarc from the two arcs of the wheel.

### Rubber Hose Protection.

To protect the inlet hose from the radiator to the pump from oil and other destructive matter, give the rubber hose a coat of shellac, followed by several layers of tape and shellac. The covering keeps oil from soaking through and injuring the

## TOWNSEND LAW CONSIDERED AS HIGHWAYS BOON

Chapin Predicts Government Will in Time Take Over Main Interstate Routes.

The day when the Federal Government will take over the main interstate highways, was brought measurably closer by the recent enactment of the Townsend highway bill, in the opinion of Roy D. Chapin, chairman of the highways committee of the National Automobile Chamber of Commerce.

"While the new highway act is not all that students of the question would like to see," Mr. Chapin said, "the law marks a distinct step forward in the evolution of our highway policy. Under its provisions, Federal aid can no longer be scattered broadcast. Each State highway department is compelled to designate 7 per cent of the mileage in the State as a system and of this 7 per cent, three-sevenths must consist of primary highways of interstate importance on which 60 per cent of all Federal funds may be concentrated. In those States where highway work is more advanced and where the State highway departments desire to concentrate more than 60 per cent of their funds on the primary interstate roads, they are permitted to do so, a clause which will enable some sixteen States to pursue the policy already adopted of building the most important roads first.

### Stimulates Main Highways.

"The immediate effect of this act will be to stimulate the construction and maintenance of the trunk highways in those States which, because of lack of funds, have not thus far made much progress toward an adequate system of connected highways. As this progress is made, the States themselves will undoubtedly come to the conviction already expressed by officials in the more advanced Commonwealths, that interstate highways perform more than a State purpose, are the most useful to the most people and logically should be constructed and maintained by the National Government. Presumably, this work would always be carried on through existing agencies of construction rather than through the organization of a Federal agency, and the consequent release of State and county funds for the construction and maintenance of the State and county roads would greatly expedite completion of a network of highways everywhere."

"With recognition of interstate roads now a fundamental principle in the national highway law, there are numerous other scarcely less important changes to be found in the new act. The new requirements for maintenance are so exacting as to insure the nation against loss of a set a high standard for the States. The same is true in the clause which provides that highways must be constructed with due regard for future as well as prevailing traffic needs. The new and flexible formula for public lands States will be far-reaching in its benefits as will be the liberal appropriations for forest roads and trails which reach a total of \$15,000,000 for the next two years. The clause which directs the Secretary of War to transfer to the Secretary of Agriculture surplus war materials available for highway use will effect a saving of millions of dollars in the purchase of equipment and will modernize highway methods of construction and maintenance everywhere."

### Time Limit Important.

"Another provision of far-reaching importance is that requiring that States must match Federal funds with funds from State sources or so controlled, with a qualifying time limit of three years to permit necessary changes in State laws to meet these conditions. The broadened definition of a highway department will re-

quire proper organization of these important units in the future.

"The authority granted the Secretary of Agriculture to undertake highway research in co-operation with independent agencies as well as through the Government will greatly stimulate study and analysis of fundamental highway problems.

"These are some of the main changes. There are others, but sufficient have been enumerated to show that the educational campaign waged by Senator Townsend to bring about a clearer appreciation of the importance of the highway problem has been a successful one."

## SMOTHER GAS BLAZES. WATER IS NO HELP

Almost everyone knows that a gasoline or oil fire cannot be put out with water, which will only spread the flame and make matters worse. The only way to extinguish such blazes is to smother them, and it has been found that flour, sand and dirt are the most effective agents for the purpose.

Leather upholstery of a car may be made to look brighter if the surface is rubbed with linseed oil.

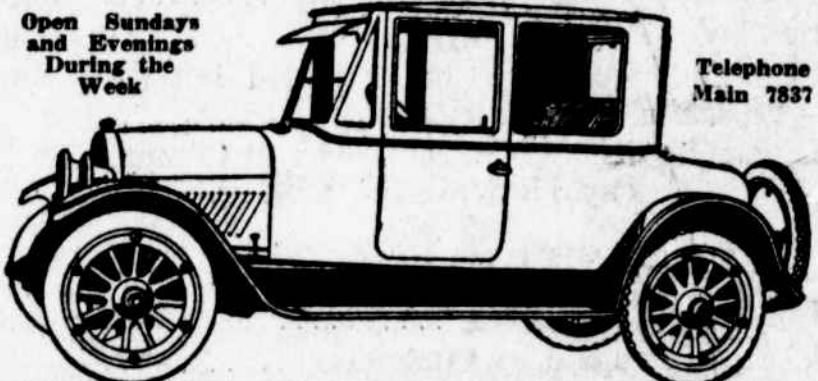
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